2045401090

2/23/94

VW'94-REVISED RESP EST.

V-WEAR I '94

	NO. OF RESPONDERS					ESTIMATED ITEM ORDERS (ASSUMES VW'93 ITEMS/ORDER ON 1ST, 2ND,3RD & 4TH+ ORDER)				
WEEK	NEW RESP	2ND RESP	3RD RESP	4TH+ RESP	TOTAL	NEW RESP	2ND RESP	3RD RESP	4TH+ RESP	TOTAL
2/2/94	3,133	0	0	0	3,133	8,051	0	0	0	8,051
2/9/94	3,464	22	0	0	3,486	8,903	49	0	0	8,952
2/16/94	3,818	33	1	0	3,852	9,812	75	1	0	9,887
2/23/94	4,151	55	2	0	4,207	10,668	123	3	0	10,794
3/2/94	4,415	95	3	0	4,513	11,346	212	6	1	11,564
3/9/94	4,588	136	6	0	4,730	11,791	304	11	1	12,107
3/16/94	4,663	189	8	0	4,861	11,983	424	16	1	12,423
3/23/94	4,713	220	9	1	4,943	12,113	492	18	1	12,624
3/30/94	4,761	250	10	1	5,022	12,236	561	19	1	12,818
4/6/94	4,838	276	12	1	5,128	12,435	619	23	1	13,079
4/13/94	4,904	316	17	2	5,238	12,603	707	33	3	13,345
4/20/94	4,907	348	24	2	5,281	12,611	780	47	3	13,441
4/27/94	4,797	389	30	3	5,219	12,328	870	58	5	13,261
5/4/94	4,547	466	39	5	5,056	11,687	1,043	74	8	12,811
5/11/94	4,319	484	45	6	4,853	11,099	1,083	87	9	12,278
5/18/94	4,149	519	50	7	4,724	10,662	1,162	96	11	11,930
5/25/94	4,096	560	61	8	4,725	10,527	1,255	116	13	11,911
6/1/94	4,212	563	68	10	4,852	10,824	1,261	129	16	12,231
6/8/94	4,383	600	77	13	5,073	11,263	1,344	147	21	12,776
6/15/94	4,566	671	93	16	5,345	11,733	1,503	177	26	13,440
6/22/94	4,819	760	106	19	5,705	12,386	1,702	203	31	14,323
6/29/94	5,205	889	130	23	6,247	13,377	1,992	248	38	15,655
7/6/94	5,805	1,069	156	31	7,061	14,920	2,395	298	51	17,663
7/13/94	6,622	1,288	195	40	8,145	17,019	2,884	373	65	20,341
7/20/94	7,542	1,497	263	55	9,358	19,382	3,353	503	90	23,329
7/27/94	8,442	1,631	294	64	10,431	21,695	3,654	561	104	26,014
8/3/94	8,912	1,729	324	68	11,033	22,905	3,872	619	110	27,506
8/10/94	8,850	1,642	311	64	10,867	22,744	3,679	594	104	27,120
8/17/94	8,027	1,503	258	53	9,842	20,630	3,367	494	87	24,578
8/24/94	6,629	1,213	204	43	8,089	17,037	2,717	390	70	20,213
8/31/94	4,939	865	140	29	5,973	12,693	1,937	268	47	14,945
TOTAL	**163,215**	**20,276**	**2,938**	**563**	**186,992**	**419,463**	**45,418**	**5,612**	**918**	**471,410**
%TOTAL	**87.28%**	**10.84%**	**1.57%**	**0.30%**	**100.00%**					
AVG ITEMS/ ORDER	**2.57**	**2.24**	**1.91**	**1.63**						

Source: https://www.industrydocuments.ucsf.edu/docs/ftgj0004